

**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!*, a menu-driven database system. The INTERNET address for *GSA Advantage!* is <http://www.gsadvantage.gov>

**Learning as Leadership, Inc.  
Contract Number GS-10F-0079R**

**Schedule Title:** Federal Supply Schedule 874 Mission Oriented Business Integrated Services (MOBIS)

**Contract Administration Source:** Elizabeth Frueler **Email:** [elizabethf@learnaslead.com](mailto:elizabethf@learnaslead.com)

**Contract Number:** GS-10F-0079R

**Contract Period:** November 8, 2014 – November 7, 2019

**Business Size:** Small

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [www.fss.gsa.gov](http://www.fss.gsa.gov)

**Learning as Leadership, Inc.**

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San Rafael, CA 94901  
Phone: 415-453-5050 x15  
Fax: 415-453-5160  
[www.learnaslead.com](http://www.learnaslead.com)  
DUNS: 169602369

**INFORMATION FOR ORDERING ACTIVITIES:**

**1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs) WITH APPROPRIATE CROSS REFERENCE TO ITEM DESCRIPTION AND AWARDED PRICES(S).**

<u>SIN</u>	<u>DESCRIPTION</u>
874-1, 874-1RC	Integrated Consulting Services
874-4, 874-4RC	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships'
874-5, 874-5RC	Ancillary Supplies and/or Services' per MOBIS Solicitation Refresh Number 22

**1.b. IDENTIFICATION OF THE LOWEST PRICES MODEL NUMBERS AND PRICE FOR EACH SIN:** Not Applicable.

**1.c. HOURLY RATES:** Not Applicable

**2. MAXIMUM ORDER\*: \$1,000,000 per SIN**

\*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

**3. MINIMUM ORDER: \$100**

**4. GEOGRAPHIC COVERAGE: Continental United States, Europe, Asia**

**5. POINT(S) OF PRODUCTION: San Rafael, Marin, California**

**6. DISCOUNT FROM LIST PRICES: Prices in attachment 1 include discount**

**7. QUANTITY DISCOUNT(S): None**

**8. PROMPT PAYMENT TERMS: None**

**9.a. NOTIFICATION THAT GOVERNMENT PURCHASE CARDS ARE ACCEPTED BELOW THE MICROPURCHASE THRESHOLD: Accepted**

**9.b. NOTIFICATION THAT GOVERNMENT PURCHASE CARDS ARE ACCEPTED ABOVE THE MICROPURCHASE THRESHOLD: Accepted**

**10. FOREIGN ITEMS: None**

**11.a. TIME OF DELIVERY: Services delivered per specifications in the contract.**

**11.b. EXPEDITED DELIVERY: Services delivered per specifications in the contract.**

**11.c. OVERNIGHT AND 2-DAY: None**

**11.d. URGENT REQUIREMENTS: Not Applicable**

**12. FOB POINT: Destination**

**13.a. ORDERING ADDRESS:** Learning as Leadership, Inc.  
ATTN: Elizabeth Freuler  
1615 5<sup>th</sup> Ave  
San Rafael, CA 94901

**13.b. ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

- 14. PAYMENT ADDRESS:** Learning as Leadership, Inc.  
ATTN: Elizabeth Frueler  
1615 5<sup>th</sup> Ave  
San Rafael, CA 94901
- 15. WARRANTY PROVISIONS:** Not Applicable
- 16. EXPORT PACKING CHARGES:** Not Applicable
- 17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:**  
Not Applicable
- 18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** Not Applicable
- 19. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** Not Applicable
- 20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF APPLICABLE):** Not Applicable
- 21. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** Not Applicable
- 22. LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** Not Applicable
- 23. PREVENTATIVE MAINTENANCE (IF APPLICABLE):** Not Applicable
- 24.a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS):** Not Applicable
- 24.b. SECTION 508 COMPLIANCE FOR EIT:** Not Applicable
- 25. DUNS NUMBER:** 169602369
- 26. NOTIFICATION REGARDING REGISTRATION IN SYSTEMS FOR AWARD MANAGEMENT (SAM):** Learning as Leadership, Inc. is currently registered in SAM.

**ATTACHMENT 1:  
LABOR CATEGORIES, RATES AND DESCRIPTIONS**

**LABOR CATEGORIES: SIN 874-1, 874-1RC**

<b>Service</b>	<b>Rate</b>	<b>Description</b>	<b>Certifications</b>	<b>Education</b>
Customized Consulting Exec. Facilitator	\$3,420.19	Customized Consulting with Executive Facilitator, per day	Not applicable	Relevant bachelor's degree required; 10 years of experience
Customized Consulting Exec Facilitator/Prep	\$1,450.88	One 8 Hour Day of preparation for on-site (at client's location) consulting for an Executive Facilitator.	Not applicable	Relevant bachelor's degree required; 10 years of experience
Customized Consulting Senior Facilitator	\$2,708.31	Customized Consulting with Senior Facilitator, per day	Not applicable	Relevant bachelor's degree required; 8 years of experience
Customized Consulting Senior Facilitator/Prep	\$1,140.00	One 8 Hour Day of preparation for on-site (at client's location) consulting for an Executive Facilitator.	Not applicable	Relevant bachelor's degree required; 8 years of experience
Shared Mastery Team Support Package (TSP)	\$2,418.14	Strategic Sessions with the Team Leaders and Team Members to define team challenges and team dynamics prior to attending the Shared Mastery Seminar.	Not applicable	Relevant bachelor's degree required; 10 years of experience
CEO Coaching	\$1,026.05	Senior Executive Coaching, 3 one-hour sessions	Not applicable	Relevant bachelor's degree required; 10 years of experience
Executive Coaching	\$855.05	Senior Leader/Executive Coaching, 3 one-hour sessions	Not applicable	Relevant bachelor's degree required; 8 years of experience
Individual Coaching	\$684.00	Professional/Manager/Individual Coaching, 3 one-hour sessions	Not applicable	Relevant bachelor's degree required; 5 years of experience

**LABOR CATEGORIES: SIN 874-4, 874-4RC**

<b>Service</b>	<b>GSA Rate</b>	<b>Description</b>	<b>Certifications</b>	<b>Education</b>
4-Mastery Program	\$22,745.15	One Year Leadership Development program, includes participation in Personal Mastery seminar, Time & Mastery seminar, Shared Mastery seminar, and Sustainable Mastery Seminar, 22 one-hour coaching sessions, 1 round of Oral 360-degree Feedback with 5 Feedback partners, 2 rounds of Written 360-degree Feedback	Not applicable	Not applicable
Strategic Thinking Leadership Module	\$13,566.71	Includes participation in Personal Mastery seminar, Shared Mastery seminar, 9 one-hour coaching sessions, and one round of Oral 360-degree Feedback with 5 Feedback partners. Upgradeable to 4-Mastery program	Not applicable	Not applicable
Time Management Leadership Module	\$13,566.71	Includes participation in Personal Mastery seminar, Time & Mastery seminar, 9 one-hour coaching sessions, and one round of Oral 360-degree Feedback with 5 Feedback partners. Upgradeable to 4-Mastery program	Not applicable	Not applicable
Personal Mastery Seminar	\$6,384.00	Includes participation in the Personal Mastery seminar and 3 one-hour coaching sessions. Upgradeable to Modules or 4-Mastery.	Not applicable	Not applicable
Time & Mastery Seminar	\$3,869.02	Includes participation in the Time & Mastery seminar and 3 one-hour coaching sessions. Upgradeable to Modules or 4-Mastery. Requires Personal Mastery as a prerequisite.	Not applicable	Not applicable
Shared Mastery Seminar	\$3,869.02	Includes participation in the Shared Mastery seminar and 3 one-hour coaching sessions. Upgradeable to Modules or 4-Mastery.	Not applicable	Not applicable
Shared Mastery Team Support Package (TSP)	\$2,418.14	Required for all teams attending Shared Mastery Seminar, includes strategic preparation sessions with Team Leader, preparation sessions with each team member, and preparation of LaL facilitators and coaches to address challenges.	Not applicable	Not applicable
WeLead Training Class	\$8,575.62	A series of 4, 3-day training sessions provided by LaL on customer site. Minimum of 25 participants, priced per participant.	Not applicable	Not applicable

**LABOR CATEGORIES: SIN 874-5, 874-5RC**

<b>Service</b>	<b>GSA Rate</b>	<b>Description</b>	<b>Certificates</b>	<b>Education</b>
360-degree Executive Feedback Assessment (Renamed Professional Feedback)	\$2,279.90	One round of oral 360-degree Feedback with up to 5 Feedback Partners. This item must be purchased on same order with Personal Mastery or Shared Mastery seminar.	Not applicable	Not applicable
360-degree Executive Feedback Assessment (Renamed Professional Feedback) - Standalone	\$3,420.15	One round of oral 360-degree Feedback with up to 5 Feedback Partners. This item can be purchased as a stand-alone item	Not applicable	Not applicable
360-degree Written Feedback Assessment	\$570.01	One round of Written 360-degree Feedback. This item can be purchased as a stand-alone item. Does not include Oral Debrief or Coaching.	Not applicable	Not applicable
360-degree Executive Feedback Assessment (Renamed Professional Feedback) – Additional Feedback Partner	\$456.05	Adds an additional feedback Partner to a 360-degree Feedback process beyond the limit of 5.	Not applicable	Not applicable

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.